

## Message Text

UNCLASSIFIED

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15

ACTION EA-10

INFO OCT-01 ISO-00 EB-07 RSC-01 /019 W

----- 022382

R 240046Z JAN 75

FM AMEMBASSY JAKARTA

TO MR. G. C. ABERLE VICE PRESIDENT

LANG ENGINEERING CORPORATION

GABLES ONE TOWER

1320 S. DIXIE HIGHWAY

CORAL GABLES, FLORIDA 33146

PHONE: 305-665-9211

TELEX: 701-456

CABLE: LANG CORAL GABLES

INFO SECSTATE WASHDC 6258

USDOC WASHDC

AMCONSUL SURABAYA

UNCLAS JAKARTA 0977

USDOC FOR MEPD

E.O. 11652: N/A

TAGS: BEXP, ID

SUBJ: MAJOR PROJECT: SUGAR MILL CONSTRUCTION

1. RECEIVED YOUR JANUARY 15 LETTER AND EXTREMELY PLEASED FULTON AND ASSOCIATES CONSORTIUM INTEND AGGRESSIVELY PURSUE SUGAR PROJECTS IN INDONESIA. SIMULTANEOUSLY RECEIVED DEPARTMENT OF COMMERCE TELEGRAM GIVING THEIR COMPLETE BACKING FOR TEAM VISIT TO JAKARTA AND SURABAYA SHOW. EMBASSY JAKARTA AND CONSULATE SURABAYA INTEND SUPPORT BOTH ACTIVITIES WITH ALL AVAILABLE RESOURCES.

2. SATAR WARMLY WELCOMES YOUR INTENTION BOTH MAKE PROPOSAL PRESENTATION AND PARTICIPATE SURABAYA EVENT. HE SAID YOU WILL STILL HAVE GOOD OPPORTUNITY BID ON AT LEAST ONE MILL BY MARCH AND MUCH LARGER NUMBER IN FUTURE. EMBASSY BELIEVES YOUR BROAD BASED  
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PACKAGE PROPOSAL IS EXCELLENT APPROACH AND RECOMMENDS

YOU EMPHASIZE STRONG MANAGEMENT COMPONENT.

3. WE BELIEVE HIGH QUALITY GRAPHICS/DISPLAY EXHIBIT WITH KNOWLEDGABLE PERSONAL REPRESENTATION AT SURABAYA SHOW WILL HELP LAY GROUND WORK FOR LONG RUN SUCCESS IN THIS ENORMOUS MARKET. SATAR AND OTHER INDONESIAN SUGAR PERSONNEL AGREE US NEEDS TELL ITS STORY TO AND ESTABLISH CONTACT WITH ALL LEVELS INDONESIAN SUGAR INDUSTRY. THEY THEREFORE VERY MUCH LOOKING FORWARD TO SURABAYA SHOW. HOWEVER, OUR PREPARATION TIME IS SHORT, THEREFORE, ANY INFORMATION YOU CAN SEND US CONSULATE SURABAYA CONCERNING YOUR AND OTHER FIRMS' PHYSICAL AND OTHER EXHIBIT REQUIREMENTS WILL BE GREATLY APPRECIATED SOONEST. CONSULATE SURABAYA WILL HANDLE SHOW ARRANGEMENTS, WHILE EMBASSY WILL ASSIST JAKARTA PROPOSAL PRESENTATION. BOTH ANXIOUSLY AWAITING YOUR ARRIVAL. CUNNINGHAM SENDS.  
NEWSOM

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 24 JAN 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Executive Order:** N/A  
**Errors:** N/A  
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**Office:** ACTION EA  
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**Reference:** n/a  
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**To:** COM  
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